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★ NOV 16 1927

UNITED STATES DEPARTMENT OF AGRICULTURE

## A Summary of the Exhibit.

## TWO WAYS OF MARKETING HAY.

A booth exhibit showing two ways of marketing hay, i. e. by a hay grower and by a cattle feeder.

## Specifications.

Floor space required - - width - - - - - 11 feet.  
 - - - - - depth - - - - - 3 feet.  
 Wall space required - - - - - None.  
 Shipping weight - - - - - 715 lbs.  
 Electrical requirement - - - - - None.



## TWO WAYS OF MARKETING HAY

### How It Looks.

In this exhibit which is made up of painted cut-outs, models, and a painted background, two men are seen talking to each other at the freight office of "Hayville" a town in Nebraska 442 miles from Omaha. The right section shows a painting of a portion of the freight office with a partially modeled roof. On the right-hand track is shown a carload of fat steers and some other freight cars. On the track to the left one can see four cars which have just been loaded with alfalfa hay. Both hay and cattle have been billed for shipment to Omaha and the two men are talking about the freight charges on their shipments.

The cattle feeder, shown by the cutout figure at the right, compares the freight charges on his car of cattle, to which he had fed about four carloads of alfalfa, with the freight charges paid by the hay grower, who is shown in the form of a cutout figure standing with one foot on the model of a bale of alfalfa. The hay grower is somewhat surprised at the difference in the two freight bills which is given in the text on the center section.

The text, on the left section, explains the saving made by feeding hay to cattle rather than baling and shipping to market. The booth is ten feet six inches across the front, three feet three inches deep and seven feet four inches high.

### What It Tells.

This exhibit shows how expenditures for freight may be greatly reduced by marketing hay in the form of livestock. According to experiments carried on by several western experiment stations steers weighing 1,000 pounds will consume about 30 pounds of alfalfa hay per head per day. At this rate, 20 steers will consume 45 tons of alfalfa hay in 150 day, when they



should be in condition to market. At a certain town in Western Nebraska, which may be called Hayville, 443 miles from Omaha, the freight on 45 tons of alfalfa hay in 4 cars is \$283.20, while the freight on 20 steers in one car is \$91.30. This amounts to a saving of \$191.90 or \$4.26 per ton on 45 tons of hay.

On the other hand all hay can not be fed to cattle and other livestock on the farm where it is raised. The demand for hay is so great in cities and on dairy farms on high-priced land that it is more profitable for some farmers to sell hay. However, as the distance from market increases it becomes less advantageous to ship hay, which is comparatively cheap in proportion to its weight. Consequently, cattle and other livestock which may be made more valuable by feeding them hay, and which are worth more per pound than hay, are the chief products shipped from the more distant markets, in districts not well adapted to grain production. There is much hay produced where the distance from market is so great that the market price will not pay the expenses of hauling and shipping. Livestock is the only means of marketing such crops to advantage.

Regardless of the distance from market, the feeding of hay to livestock has a great advantage over selling the hay off the farm, on account of our very serious problem of conserving soil fertility. Soil from which hay is continually sold off must be abandoned eventually. That may have been expedient at one time, but it is no longer practicable as our supply of new land suitable for cultivation is practically exhausted. Keeping livestock and assiduously returning the fertilizing elements to the soil in the form of manure is a practical way at present of keeping our farms productive.



## Where To Get Information

The following publications may be obtained free of charge from the U. S. Department of Agriculture, Washington, D. C. :

- Farmers' Bulletin 1073 - Growing Beef on the Farm.
- Farmers' Bulletin 1125 - Forage for the Cotton Belt.
- Farmers' Bulletin 1379 - Beef Production in the Cotton Belt.
- Farmers' Bulletin 1382 - Fattening Steers in Cotton Belt.
- U. S. D. A. Bulletin 628 - Wintering and Fattening Beef Cattle in North Carolina.
- U. S. D. A. Bulletin 631 - Five Years' Calf-feeding in Alabama and Mississippi.
- U. S. D. A. Bulletin 870 - Effect of Winter Rations on Pasture Gains of Yearling Steers.
- Yearbook Separate 895 - Our Forage Resources

The following publication may be obtained from the Superintendent of Documents, Washington, D. C., at five cents per copy:

- U. S. D. A. Bulletin 1024 - Feeding Experiments with Grade Beef Cows Raising Calves.
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